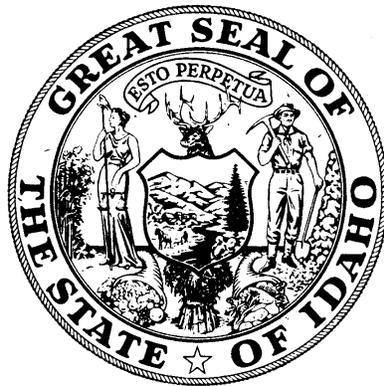


# IDAHO STATE LIQUOR DISPENSARY

*Serving Idaho Since 1935*

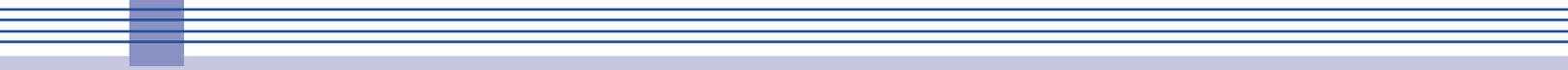
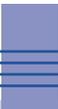


2000  
*Annual Report*



## IDAHO STATE LIQUOR DISPENSARY

1349 E. Beechcraft Court • P.O. Box 179001 • Boise, Idaho 83717-9001  
(208) 334-5300

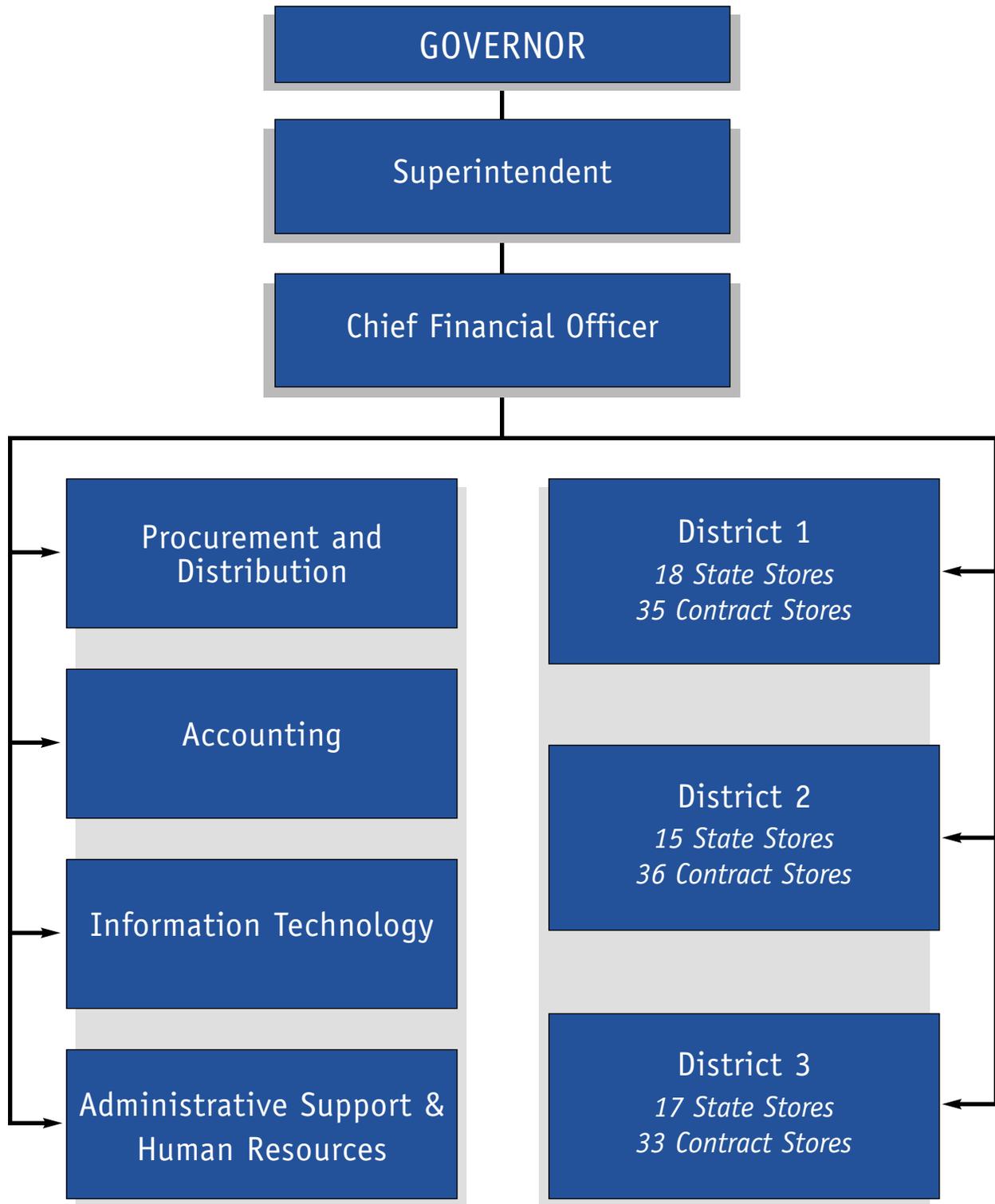


# Idaho State Liquor Dispensary 2000 Annual Report

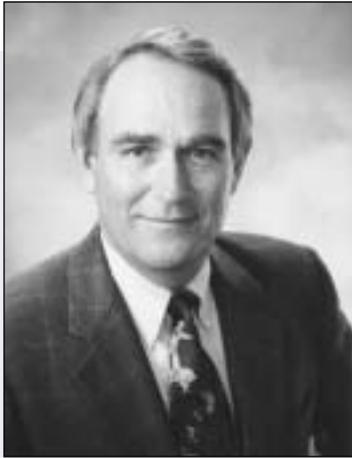
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# Organization Structure



## Superintendent's Message



**I**t is with pleasure that I submit *The 65th Annual Report of the Idaho State Liquor Dispensary for Fiscal Year 2000*.

The past year has seen significant growth in sales and profits.

Increased sales are directly related to population increases and consumers purchasing more expensive, higher quality products. Per capita consumption has increased very little in comparison to sales increases; Idaho remains one of the states with the lowest per capita consumption in the nation. Responsible consumption and temperance are always of prime importance as we balance customer service and sales with upholding our constitutional mandate and fulfilling our control state mission.

Population increases and demand for service are creating challenges for the entire organization. A commonly used measure of efficiency in private wholesale/retail operations is total employee compensation to sales ratio. Our ratio improved from 9.1% in FY 1999 to 8.7% for FY 2000, while similar sized private wholesale/retail businesses often have ratios above 12%-15%. We have concerns about receiving adequate spending authority to keep pace with the state's population growth and our ability to provide quality service to our customers.

Sales from our 154 retail outlets totaled \$65.6 million as compared to \$61.1 million in the prior year. Net profits totaled \$20.2 million in 2000, a \$1.4 million increase over the previous year.

The Dispensary will experience a significant cost savings and will distribute more prof-

its by purchasing the warehouse/distribution center. Purchasing the facility rather than leasing will save approximately \$2.8 million. A plan to purchase the building was approved by the legislature last session.

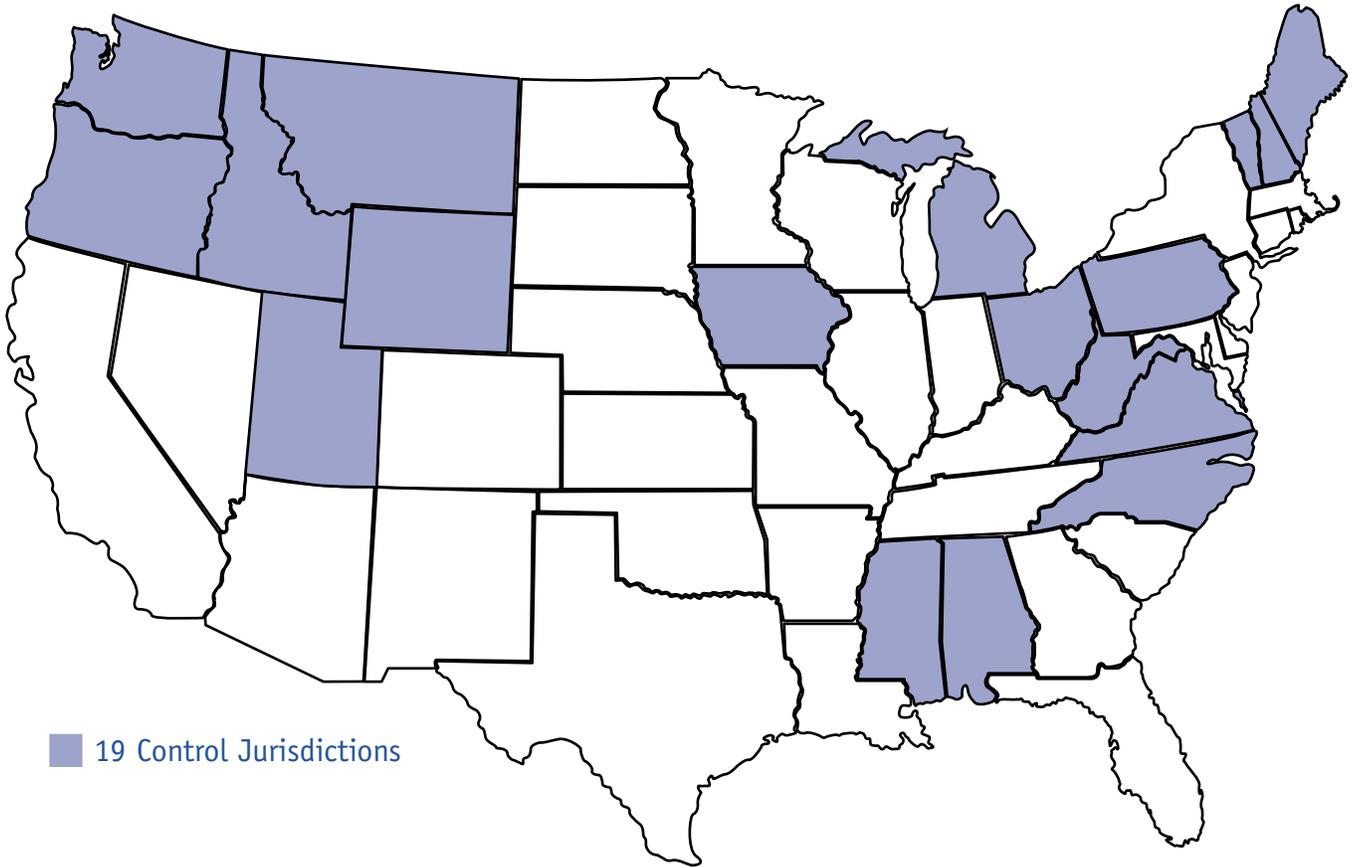
During the past year, one new state store was opened in Post Falls. Contract stores were opened in Carey, Castleford, and Prairie. The Dispensary licensed one new Idaho distillery, The Bardenay Distillery in Boise. Since our year-end of June 30, 2000, we have opened another state store in Eagle and licensed Koenig Distillery at Sunny Slope in Canyon County. Idaho's continued population increases warrant the addition of two new stores this coming year and more in the near future. Retail outlets are carefully chosen using current demographic data.

One of the greatest challenges facing the Dispensary is the planning, funding and implementation of a new Accounting, Distribution and Point of Sale system to serve our 154 retail outlets. We began planning for the system in FY 2000 and received funding to begin implementation in FY 2001. Installations of new automated systems often fail because of incomplete planning, inadequate funding and hasty conversion. The Dispensary is determined to move cautiously to assure successful implementation during FY 2001 and FY 2002.

I express my sincere appreciation to Governor Kempthorne, his staff, and to the Legislature for their support. I also thank our entire team of employees for their dedicated service to the Liquor Dispensary and the State of Idaho.

Dyke Nally  
Superintendent

## 19 – Control Jurisdictions



■ 19 Control Jurisdictions

- |                |                       |
|----------------|-----------------------|
| Alabama        | Oregon                |
| Idaho          | Pennsylvania          |
| Iowa           | Utah                  |
| Maine          | Vermont               |
| Michigan       | Virginia              |
| Mississippi    | West Virginia         |
| Montana        | Wyoming               |
| New Hampshire  | Montgomery County, MD |
| North Carolina |                       |
| Ohio           |                       |

## Background and History

The Idaho State Liquor Dispensary was established in 1935, following the repeal of prohibition, as a means of providing greater control over the distribution, sale, and consumption of alcohol beverages. Organizationally, the Dispensary has been a division of the Office of the Governor since 1974.

Idaho is one of 19 “control” jurisdictions that control the sale of alcohol beverages. (Eighteen control states and Montgomery County, Maryland.) These jurisdictions account for almost one-third of the U.S. population, and regulate their own retail and/or wholesale distribution of alcohol beverages.

At fiscal year end, the Dispensary operated 154 retail outlets throughout the State. Of those, 50 were state liquor stores staffed and operated by Dispensary employees, and 104 were contract agencies located within private businesses. Stores are typically open from 11:00 a.m. to 7:00 p.m. A few stores are open from 10:00 a.m. to 9:00 p.m. for extended customer service. The largest store has sales of \$2.4 million annually. Statewide, stores sell nearly six million bottles annually. Each state and contract store is stocked and maintained to meet the needs of customers including liquor-by-the-drink establishments. Outlets feature a selection of products specific to the

tastes and lifestyles of the local communities. All products are priced uniformly throughout the state. The Dispensary paid \$2.7 million to the private sector for contract fees and for state store leases in FY 2000.

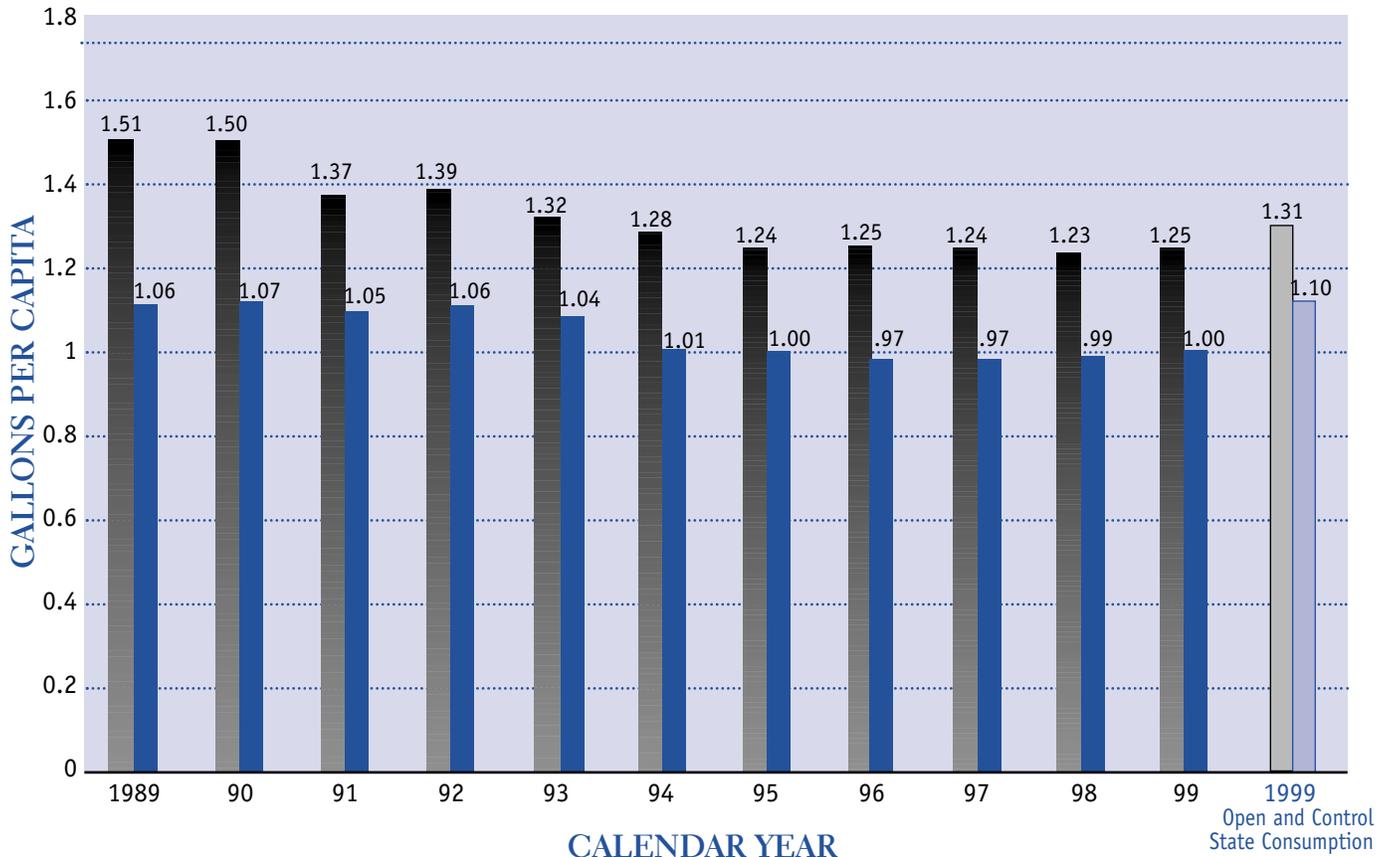
The Dispensary’s central office and warehouse are located in Boise. A Central Office staff of 21 and three District Managers manage all administrative aspects of the business; including purchasing, accounting, information technology, human resources, contracts and leases. Eleven warehouse personnel, co-located with the administrative office, receive, store and distribute more than 500,000 cases annually over a geographic area of 83,000 square miles. The warehouse typically contains about 125,000 cases valued at \$5 to \$6 million.

Idaho’s system of liquor control provides benefits to all of Idaho’s citizens. Moderation and temperance in control states generally reduce social costs associated with alcohol consumption. Additionally, Idaho law provides for the distribution of liquor profits to State programs, its 44 counties and 201 cities. In the decade of the 1990’s, over \$171 million of liquor profits was distributed to state programs, counties and cities.

## United States and Idaho

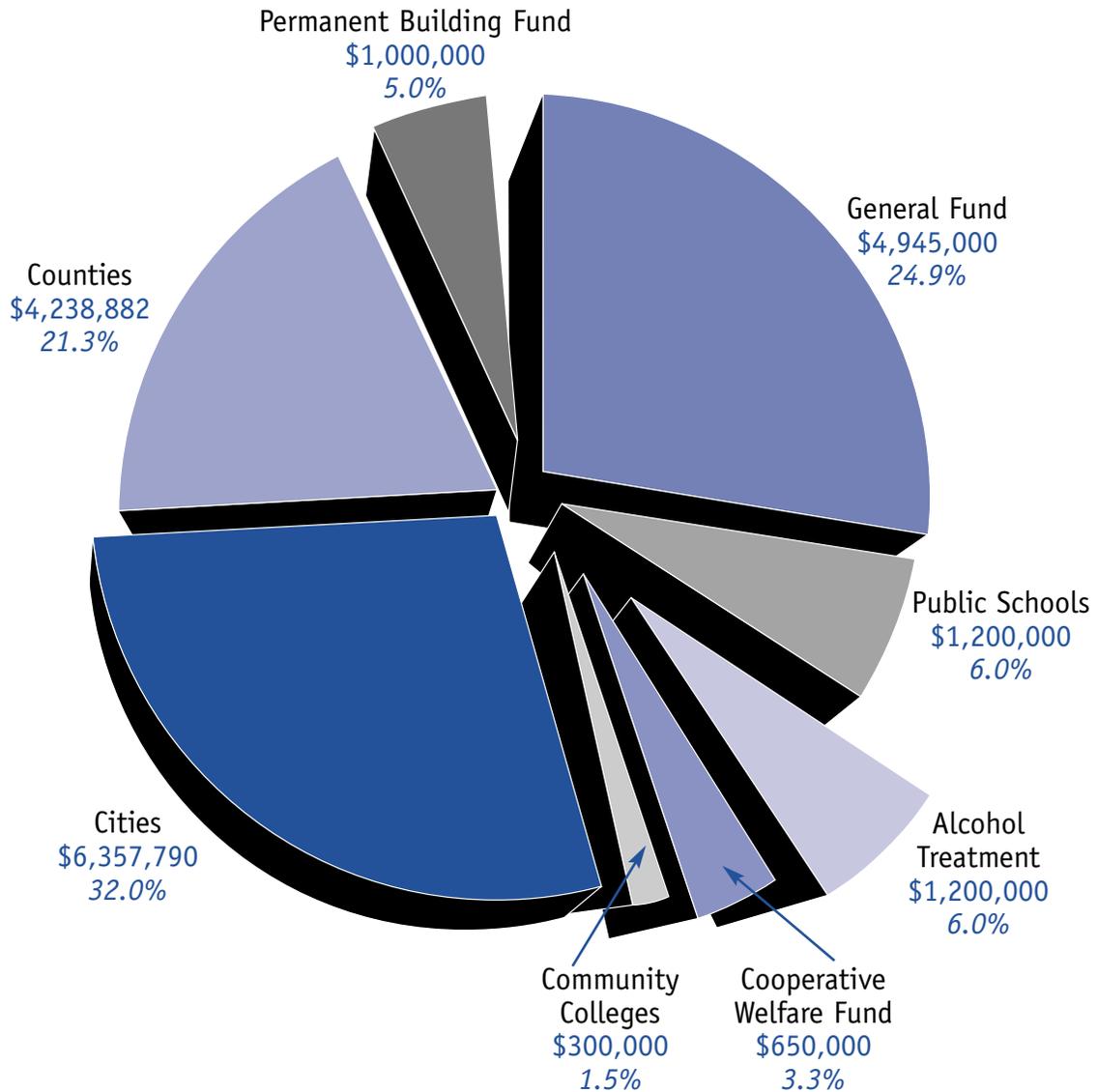
### Apparent Per Capita Consumption of Distilled Spirits

■ US ■ IDAHO ■ OPEN STATES ■ CONTROL STATES



Apparent per capita consumption is based on total population. Statistics are based on sales recorded at the point of purchase and do not take into account cross-border traffic in distilled spirits. In 1999, consumption in Idaho was 1.00 gallon per capita compared with 1.10 gallons for all other control states and 1.31 gallons in open states. Per capita consumption in open states is 19% higher than in all control states and 31% higher than in Idaho.

## Profit Distribution



**FY 2000 TOTAL DISTRIBUTION \$19,891,672**

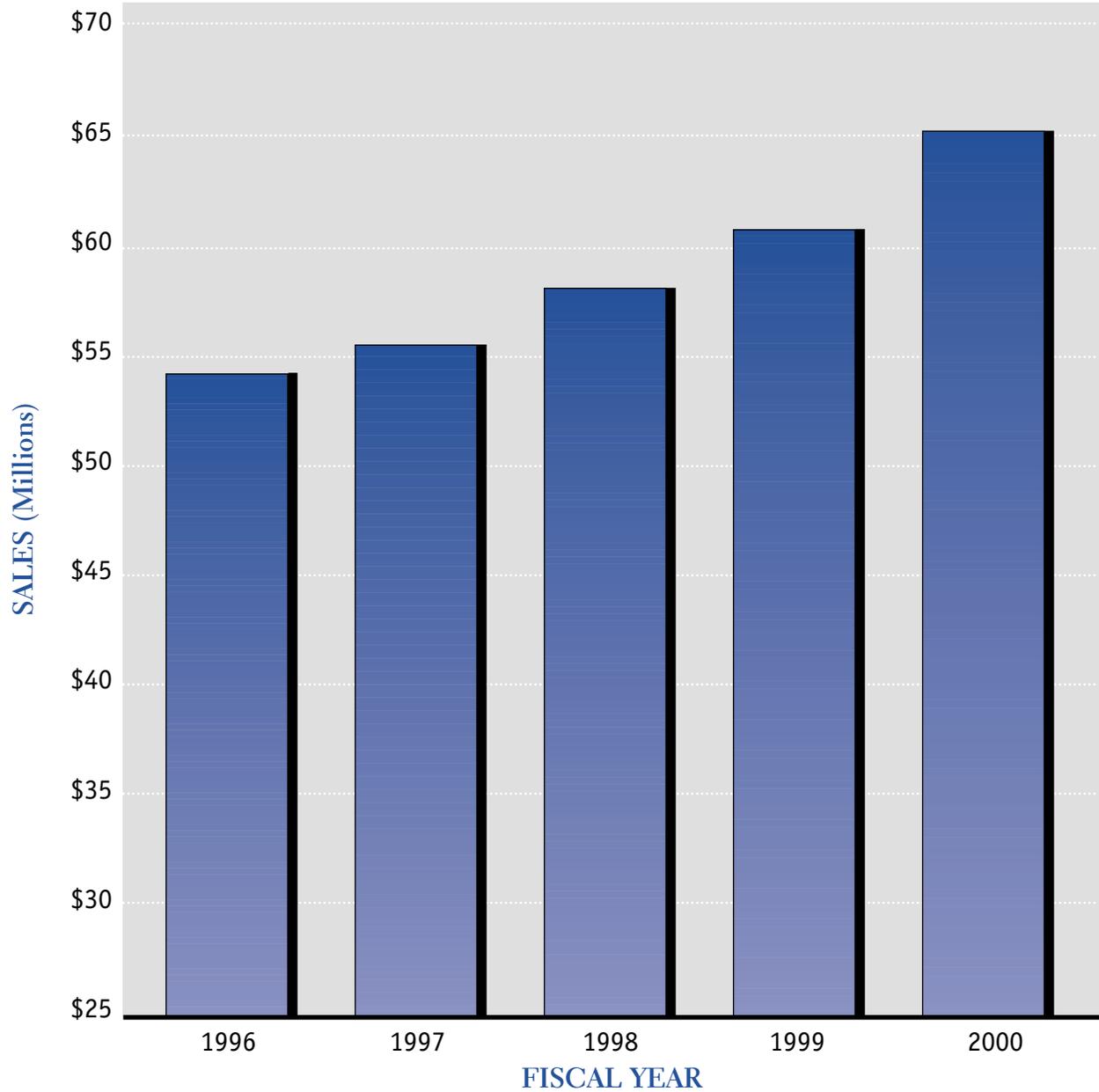
### **Statutory Profit Distribution Formula:**

Annual distributions totaling \$9,295,000 to Permanent Building Fund, General Fund, Public Schools, Alcohol Treatment Fund, Cooperative Welfare Fund and Community Colleges.

Remainder of profits distributed as follows:

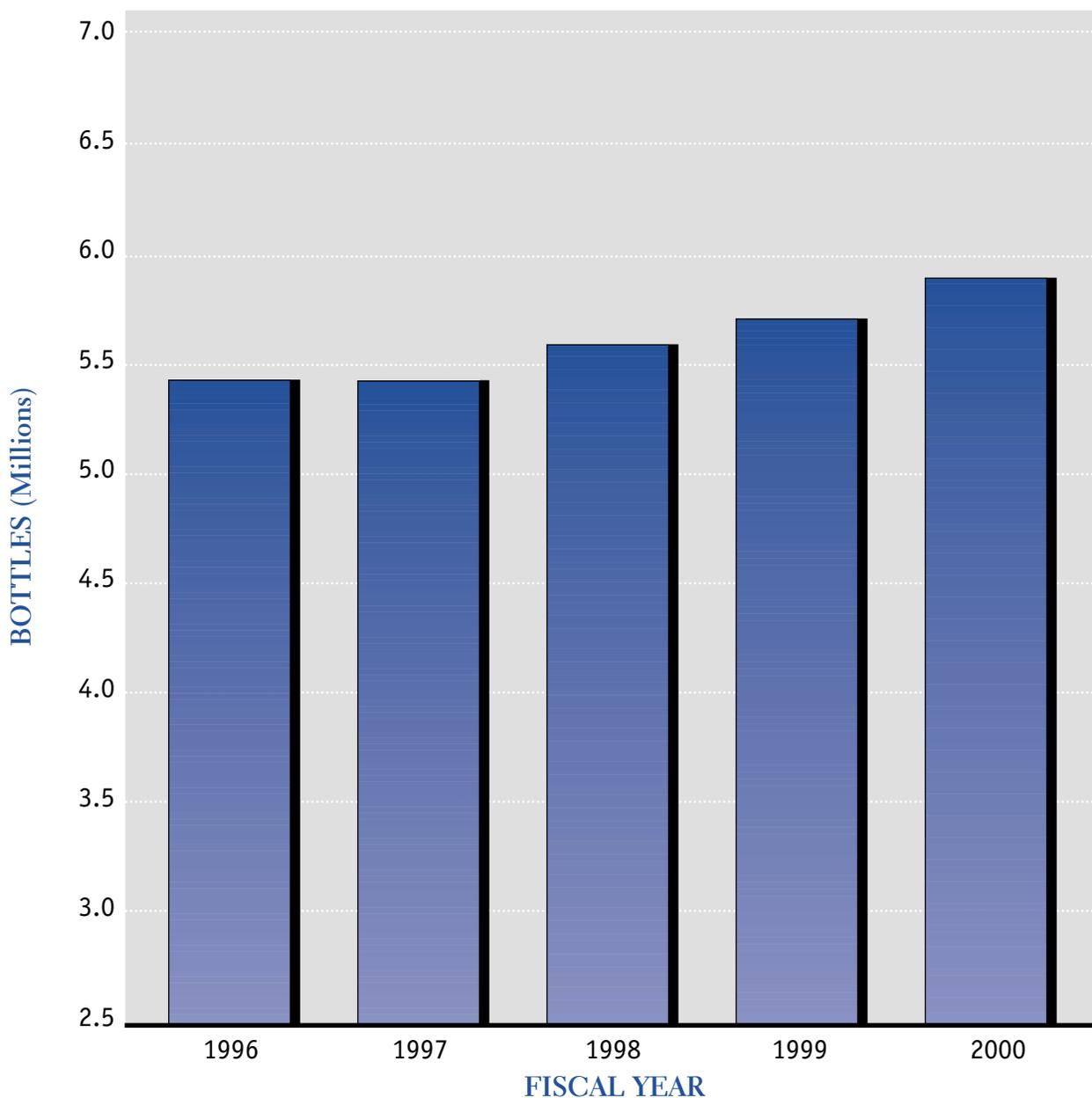
- 40% to counties in proportion to sales in each county.
- 60% to cities as follows:
  - 90% to those incorporated cities with liquor stores in proportion to sales.
  - 10% to those incorporated cities without liquor stores in proportion to population.

## Five Year Dollar Sales Comparison



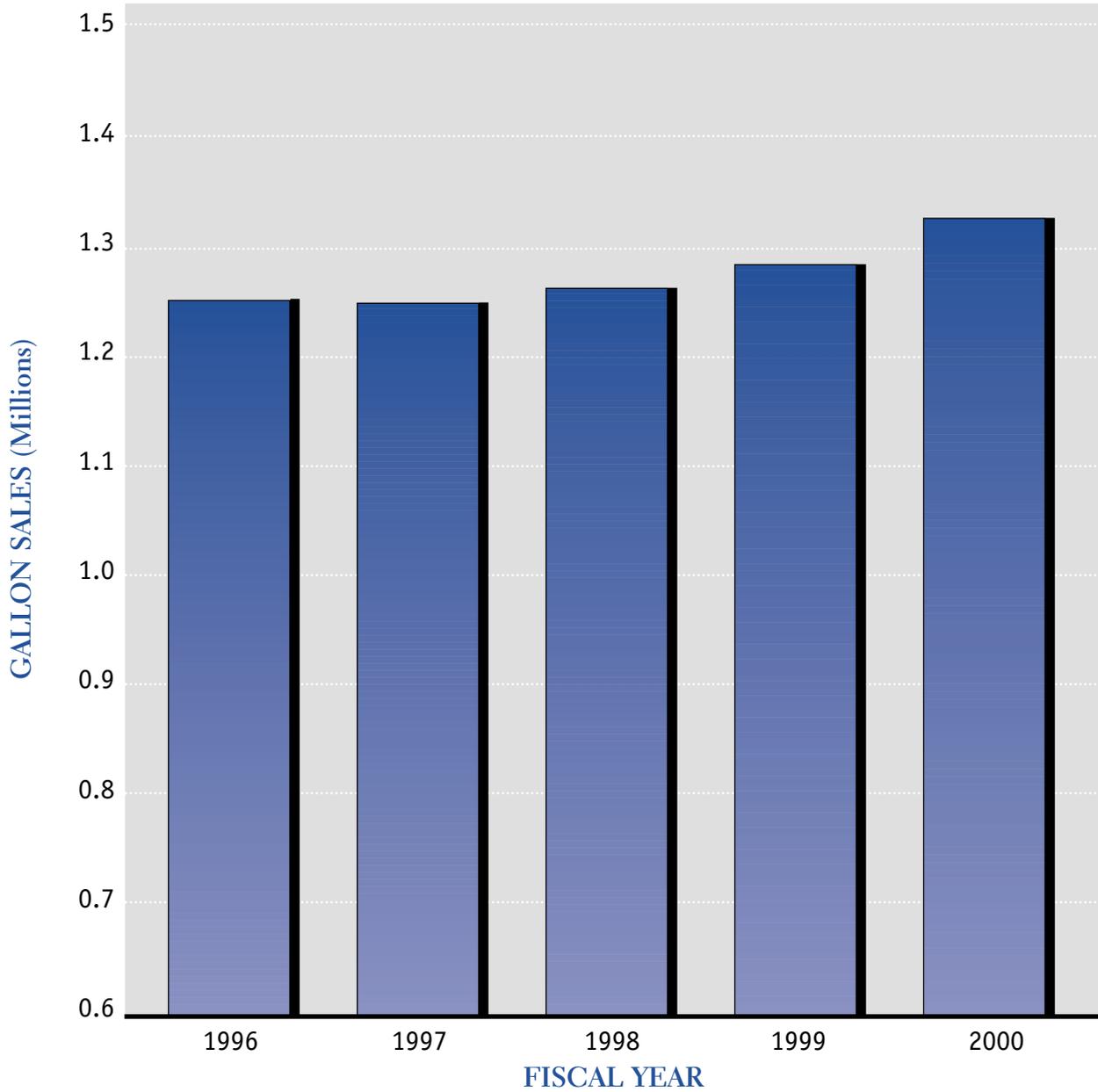
Dollar sales increased 20.3% from \$54.5 million in 1996 to \$65.6 million in 2000. Sales are projected to increase another 21% over the next five years, reaching \$80 million by 2005.

## Five Year Bottle Sales Comparison



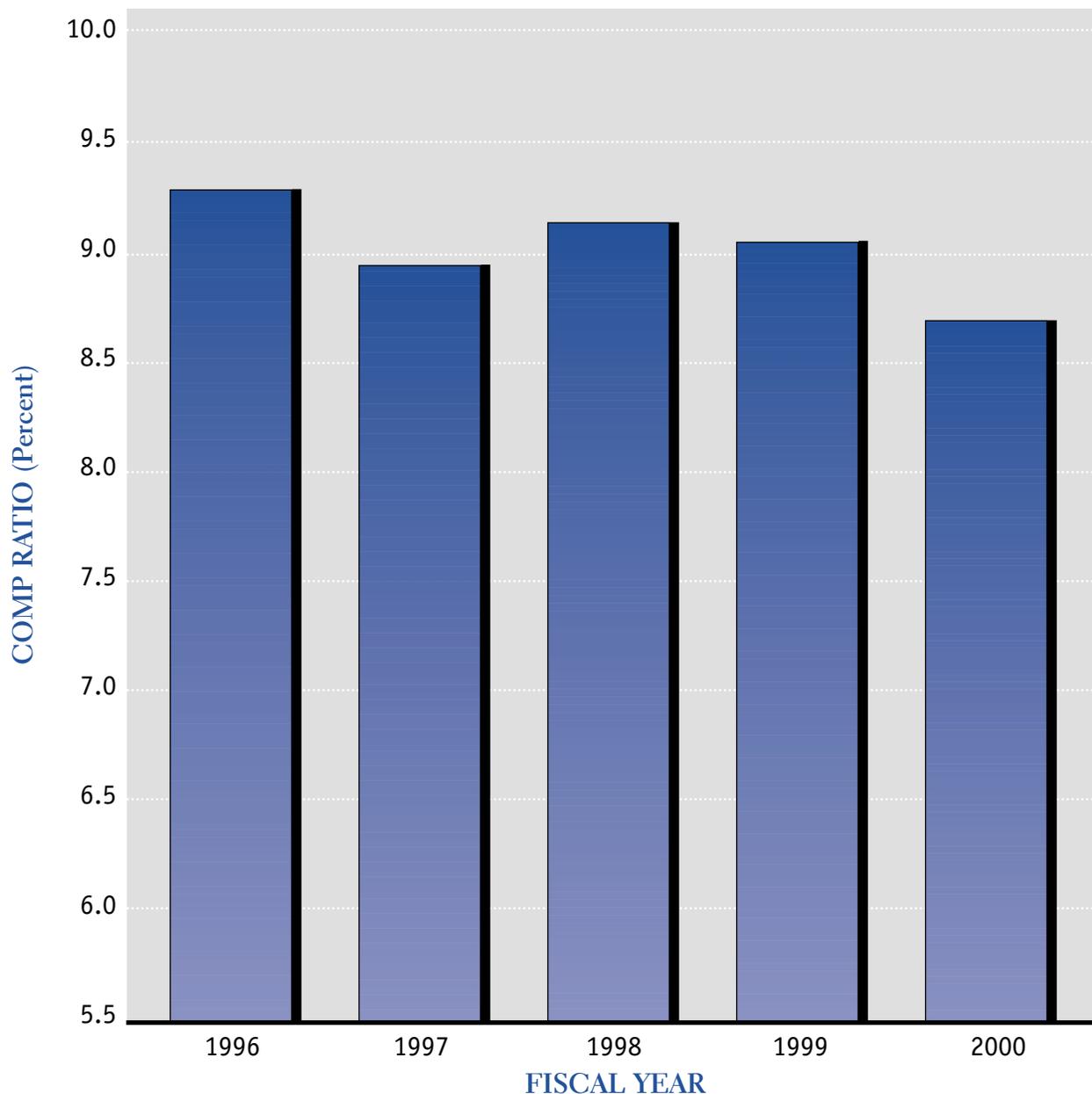
Bottle sales increased 8.7% from 5.4 million in 1996 to 5.9 million in 2000. Bottle sales are projected to increase another 10% over the next five years, reaching 6.5 million by 2005.

## Five Year Gallon Sales Comparison



Gallon sales increased 6.3% from 1.249 million in 1996 to 1.328 million in 2000. Gallon sales are projected to increase another 8% over the next five years, reaching 1.442 million by 2005.

## Five Year Employee Compensation to Sales Ratio Comparison



The ratio of employee compensation to sales dollars improved from 9.3% in 1996 to 8.7% in 2000. This ratio is projected to further improve over the next five years, reaching 8.5% by 2005. This commonly used measure of efficiency in similar sized private wholesale/retail businesses is generally 12% to 15%.

## Retail Price Components



Retail Price  
\$10.95

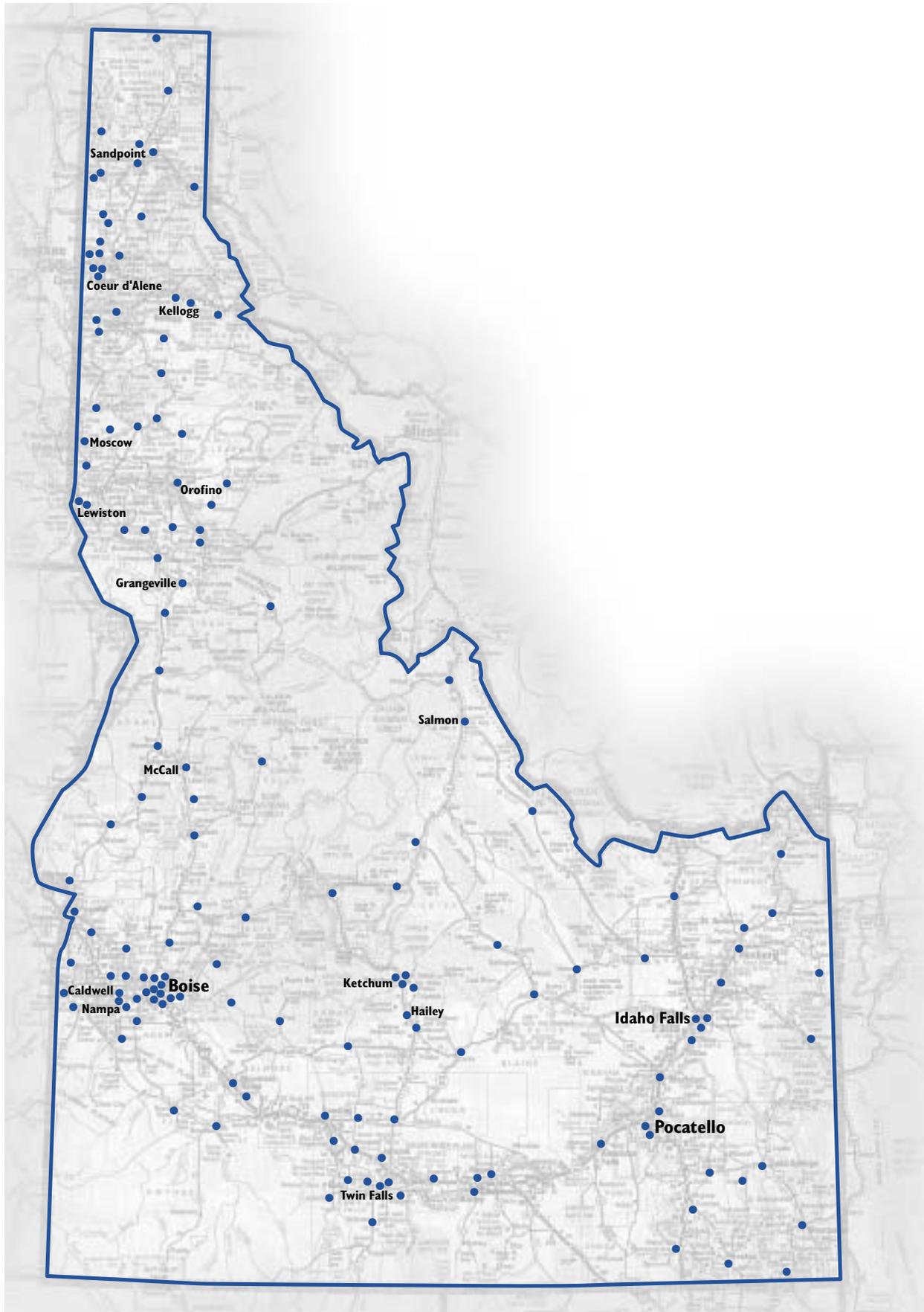
Sales Tax  
52¢

Markup  
& Handling  
\$4.72

Federal  
Alcohol Tax  
\$2.16

Product Cost  
\$3.55

# Liquor Store Locations



## Balance Sheet

	Fiscal Year Ending June 30, 2000	Fiscal Year Ending June 30, 1999
<i>Assets</i>		
Cash .....	\$ 5,493,458.77	\$ 8,513,335.09
Accounts Receivable .....	50,733.56	46,415.77
Inventory .....	6,053,076.57	5,697,328.12
Prepaid Expenses .....	192,259.33	162,763.21
Land .....	297,943.39	297,943.39
Fixed Assets .....	2,305,264.37	2,257,146.46
Building Under Capital Lease .....	2,500,000.00	2,500,000.00
Accumulated Depreciation .....	<u>(1,400,917.70)</u>	<u>(1,279,180.23)</u>
<b>TOTAL ASSETS</b> .....	<b>\$ 15,491,818.29</b>	<b>\$ 18,195,751.81</b>
 <i>Liabilities And Fund Equity</i>		
Liquor Accounts Payable .....	\$ 3,417,591.21	\$ 3,751,984.82
Payroll Payable .....	321,958.23	266,692.22
Other Accounts Payable .....	104,888.56	135,787.49
Distributions Payable .....	1,596,672.00	4,311,894.00
Capital Lease Payable .....	<u>2,418,378.67</u>	<u>2,454,908.52</u>
<b>TOTAL LIABILITIES</b> .....	<b>7,859,488.67</b>	<b>10,921,267.05</b>
Fund Equity .....	<u>7,632,329.62</u>	<u>7,274,484.76</u>
<b>TOTAL LIABILITIES AND FUND EQUITY</b> .....	<b>\$ 15,491,818.29</b>	<b>\$ 18,195,751.81</b>

## Statement of Changes In Fund Equity

	Fiscal Year Ending June 30, 2000	Fiscal Year Ending June 30, 1999
<b>FUND EQUITY AT BEGINNING OF YEAR</b> . . . . .	\$ 7,274,484.76	\$ 7,017,329.38
<i>Additions</i>		
Net Income . . . . .	20,240,606.86	18,832,390.38
Reserved For Facility Maintenance . . . . .	8,910.00	8,910.00
<b>TOTAL ADDITIONS</b> . . . . .	<b>20,249,516.86</b>	<b>18,841,300.38</b>
<i>Distributions</i>		
Cities . . . . .	(6,357,790.00)	(6,169,539.00)
Counties . . . . .	(4,238,882.00)	(4,119,606.00)
General Fund . . . . .	(4,945,000.00)	(4,945,000.00)
Welfare Fund . . . . .	(650,000.00)	(650,000.00)
Alcohol Treatment Fund . . . . .	(1,200,000.00)	(1,200,000.00)
Public Schools . . . . .	(1,200,000.00)	(1,200,000.00)
Community Colleges . . . . .	(300,000.00)	(300,000.00)
Permanent Building Fund . . . . .	(1,000,000.00)	
<b>TOTAL DISTRIBUTIONS</b> . . . . .	<b>(19,891,672.00)</b>	<b>(18,584,145.00)</b>
<b>FUND EQUITY AT END OF YEAR</b> . . . . .	<b>\$ 7,632,329.62</b>	<b>\$ 7,274,484.76</b>

# Income Statement

	Fiscal Year Ending June 30, 2000	Fiscal Year Ending June 30, 1999
<i>Sales</i>		
Retail Liquor Sales . . . . .	\$ 46,697,838.60	\$ 43,544,465.55
Discount Liquor Sales . . . . .	18,392,829.02	17,309,726.69
Military Liquor Sales . . . . .	229,838.45	182,072.50
Non Liquor Sales . . . . .	<u>245,723.60</u>	<u>110,477.27</u>
<b>TOTAL SALES</b> . . . . .	<b>65,566,229.67</b>	<b>61,146,742.01</b>
 <i>Cost of Sales</i> . . . . .	 <u>35,316,602.00</u>	 <u>32,815,500.40</u>
<b>Gross Profit</b> . . . . .	<b>30,249,627.67</b>	<b>28,331,241.61</b>
 <i>Operating Expenses</i> . . . . .	 <u>10,355,565.21</u>	 <u>9,769,800.20</u>
<b>Net Operating Income</b> . . . . .	<b>19,894,062.46</b>	<b>18,561,441.41</b>
 <i>Other Income And Losses</i> . . . . .	 <u>346,544.40</u>	 <u>270,948.97</u>
<b>NET INCOME</b> . . . . .	<b>\$ 20,240,606.86</b>	<b>\$ 18,832,390.38</b>

## Operating Expenses

	Fiscal Year Ending June 30, 2000	Fiscal Year Ending June 30, 1999
Salaries And Wages . . . . .	\$ 4,333,911.17	\$ 4,200,682.66
Employee Benefits . . . . .	1,398,573.58	1,339,469.82
Special Distributor Commissions . . . . .	1,287,214.00	1,190,947.51
Rent . . . . .	1,425,531.12	1,354,728.86
Supplies . . . . .	250,057.90	202,864.82
Utilities . . . . .	209,955.69	208,962.82
Bank Card Fees . . . . .	179,160.30	144,125.90
Communications . . . . .	147,401.06	122,088.42
Other Services . . . . .	95,049.59	99,403.13
Leasehold Repairs And Maintenance . . . . .	89,862.07	50,605.47
Repairs And Maintenance . . . . .	63,328.06	55,825.44
Travel . . . . .	62,483.65	50,668.44
State Government Overhead . . . . .	56,431.25	53,648.06
Professional Services . . . . .	42,829.81	42,941.62
Insurance . . . . .	34,783.00	13,418.13
Employee Development Services . . . . .	32,300.93	35,258.59
Miscellaneous Expense . . . . .	14,721.29	9,676.09
Interest On Capital Lease . . . . .	320,221.11	324,219.92
Depreciation . . . . .	<u>311,749.63</u>	<u>270,264.50</u>
<b>TOTAL OPERATING EXPENSES . . . . .</b>	<b>\$ 10,355,565.21</b>	<b>\$ 9,769,800.20</b>

## Schedule of Comparative Sales and Distribution of Profits by City/County

	<u>SALES</u>		<u>DISTRIBUTIONS</u>	
	Fiscal Year Ending June 30, 2000	Fiscal Year Ending June 30, 1999	Fiscal Year Ending June 30, 2000	Fiscal Year Ending June 30, 1999
<b>ADA COUNTY</b>				
Boise	\$13,500,183.68	\$12,432,792.31	1,109,714.00	1,056,467.00
Eagle	825,777.10	703,154.00	60,823.00	51,198.00
Garden City	1,195,905.45	1,054,683.95	91,931.00	89,695.00
Kuna	273,101.50	245,769.05	21,867.00	16,719.00
Meridian	1,383,032.00	1,204,185.45	105,765.00	96,897.00
Star	159,727.10	134,220.55	11,400.00	9,611.00
<b>TOTAL</b>	<b>17,337,726.83</b>	<b>15,774,805.31</b>	<b>2,384,799.00</b>	<b>2,249,534.00</b>
<b>ADAMS COUNTY</b>				
Council	106,724.90	103,688.05	17,444.00	17,444.00
New Meadows	118,738.90	102,861.35	9,235.00	9,351.00
<b>TOTAL</b>	<b>225,463.80</b>	<b>206,549.40</b>	<b>36,378.00</b>	<b>35,704.00</b>
<b>BANNOCK COUNTY</b>				
Arimo	-	-	216,206.00	206,303.00
Chubbuck	711,033.96	683,678.84	3,803.00	3,707.00
Downey	24,629.10	24,958.55	54,315.00	44,914.00
Inkom	-	-	3,354.00	3,354.00
Lava Hot Springs	107,562.45	122,574.05	9,999.00	9,747.00
McCammom	-	-	10,774.00	10,237.00
Pocatello	2,664,142.90	2,497,647.70	10,213.00	9,956.00
<b>TOTAL</b>	<b>3,507,368.41</b>	<b>3,328,859.14</b>	<b>571,085.00</b>	<b>550,639.00</b>
<b>BEAR LAKE COUNTY</b>				
Bloomington	-	-	26,631.00	26,631.00
Fish Haven	34,823.15	38,667.70	2,768.00	2,698.00
Georgetown	-	-	-	-
Montpelier	228,774.40	253,207.90	7,954.00	7,754.00
Paris	-	-	23,683.00	20,610.00
St. Charles	-	-	8,201.00	7,995.00
<b>TOTAL</b>	<b>263,597.55</b>	<b>291,875.60</b>	<b>71,818.00</b>	<b>68,204.00</b>
<b>BENEWAH COUNTY</b>				
Chatcolet	-	-	43,619.00	44,113.00
Fernwood	63,738.65	58,042.35	1,022.00	996.00
Plummer	197,096.15	182,047.60	-	-
St. Maries	432,227.25	425,304.50	15,977.00	15,357.00
Tensed	-	-	38,572.00	39,851.00
<b>TOTAL</b>	<b>693,062.05</b>	<b>665,394.45</b>	<b>100,642.00</b>	<b>101,769.00</b>
<b>BINGHAM COUNTY</b>				
Aberdeen	-	-	98,726.00	98,726.00
Atomic City	-	-	21,305.00	20,772.00
Basalt	-	-	349.00	341.00
Blackfoot	608,196.20	569,099.05	6,075.00	5,922.00
Firth	-	-	84,239.00	84,239.00
Shelley	90,011.35	98,880.05	6,090.00	5,937.00
<b>TOTAL</b>	<b>698,207.55</b>	<b>667,979.10</b>	<b>247,380.00</b>	<b>246,533.00</b>

## Schedule of Comparative Sales and Distribution of Profits by City/County

	<i>SALES</i>		<i>DISTRIBUTIONS</i>	
	Fiscal Year Ending June 30, 2000	Fiscal Year Ending June 30, 1999	Fiscal Year Ending June 30, 2000	Fiscal Year Ending June 30, 1999
<b>BLAINE COUNTY</b>			\$182,111.00	\$175,437.00
Bellevue	\$361,449.85	\$346,370.30	30,081.00	26,053.00
Carey	16,500.85	-	6,879.00	6,704.00
Hailey	725,032.75	657,962.25	57,221.00	57,559.00
Ketchum	2,067,222.66	1,949,991.35	163,024.00	152,724.00
Sun Valley	33,156.90	25,622.90	6,786.00	6,459.00
<b>TOTAL</b>	<b>3,203,363.01</b>	<b>2,979,946.80</b>	<b>446,102.00</b>	<b>424,936.00</b>
<b>BOISE COUNTY</b>			19,251.00	19,986.00
Crouch	130,272.05	118,991.80	10,192.00	9,370.00
Horseshoe Bend	68,634.20	64,230.55	7,172.00	7,172.00
Idaho City	78,014.60	92,981.95	8,113.00	8,491.00
Lowman	21,709.90	10,059.15	-	-
Placerville	-	-	228.00	223.00
<b>TOTAL</b>	<b>298,630.75</b>	<b>286,263.45</b>	<b>44,956.00</b>	<b>45,242.00</b>
<b>BONNER COUNTY</b>			189,939.00	185,906.00
Clark Fork	162,192.30	160,187.45	14,149.00	13,289.00
Coolin	122,369.90	70,975.45	-	-
Dover	-	-	5,158.00	5,028.00
East Hope	-	-	3,885.00	3,788.00
Hope	-	-	1,681.00	1,639.00
Kootenai	-	-	5,186.00	5,055.00
Oldtown	-	-	33,329.00	30,300.00
Ponderay	450,265.00	409,206.65	35,187.00	34,111.00
Priest River	915,793.27	856,606.59	41,665.00	42,415.00
Sandpoint	1,378,664.20	1,295,249.45	114,121.00	109,834.00
Schweitzer	47,825.05	31,655.25	-	-
Tamrak	178,264.70	209,543.05	-	-
<b>TOTAL</b>	<b>3,255,374.42</b>	<b>3,033,423.89</b>	<b>444,300.00</b>	<b>431,365.00</b>
<b>BONNEVILLE COUNTY</b>			224,582.00	218,666.00
Ammon	-	-	84,256.00	82,128.00
Idaho Falls	3,557,152.16	3,308,442.18	302,654.00	295,585.00
Iona	-	-	13,656.00	13,312.00
Irwin	52,875.05	67,184.20	5,769.00	5,005.00
Ririe	4,161.65	-	5,974.00	5,983.00
Swan Valley	-	-	2,151.00	2,098.00
Ucon	-	-	11,624.00	11,332.00
<b>TOTAL</b>	<b>3,614,188.86</b>	<b>3,375,626.38</b>	<b>650,666.00</b>	<b>634,109.00</b>
<b>BOUNDARY COUNTY</b>			32,129.00	33,412.00
Bonnars Ferry	484,997.75	476,721.65	42,713.00	44,309.00
Moyie Springs	-	-	7,694.00	7,499.00
Porthill	11,872.95	1,428.35	-	-
<b>TOTAL</b>	<b>496,870.70</b>	<b>478,150.00</b>	<b>82,536.00</b>	<b>85,220.00</b>

## Schedule of Comparative Sales and Distribution of Profits by City/County

	<u>SALES</u>		<u>DISTRIBUTIONS</u>	
	Fiscal Year Ending June 30, 2000	Fiscal Year Ending June 30, 1999	Fiscal Year Ending June 30, 2000	Fiscal Year Ending June 30, 1999
<b>BUTTE COUNTY</b>				
Arco	\$137,523.80	\$109,097.35	\$17,386.00	\$17,386.00
Butte City	-	-	848.00	827.00
Howe	9,127.25	2,484.30	-	-
Moore	-	-	2,648.00	2,582.00
<b>TOTAL</b>	<b>146,651.05</b>	<b>111,581.65</b>	<b>31,698.00</b>	<b>31,629.00</b>
<b>CAMAS COUNTY</b>				
Fairfield	61,364.85	52,650.60	11,195.00	11,195.00
<b>TOTAL</b>	<b>61,364.85</b>	<b>52,650.60</b>	<b>16,020.00</b>	<b>16,391.00</b>
<b>CANYON COUNTY</b>				
Caldwell	1,087,159.25	1,017,612.50	213,775.00	202,509.00
Greenleaf	-	-	10,719.00	10,449.00
Melba	30,801.40	34,624.50	3,108.00	2,774.00
Middleton	276,257.25	248,281.65	22,276.00	20,288.00
Nampa	1,946,576.70	1,701,504.25	185,653.00	185,653.00
Notus	-	-	5,844.00	5,697.00
Parma	109,616.60	111,508.35	11,797.00	11,797.00
Wilder	-	-	17,658.00	16,864.00
<b>TOTAL</b>	<b>3,450,411.20</b>	<b>3,113,531.25</b>	<b>580,587.00</b>	<b>565,788.00</b>
<b>CARIBOU COUNTY</b>				
Bancroft	-	-	30,366.00	30,366.00
Grace	41,948.15	46,453.60	5,621.00	5,480.00
Soda Springs	313,092.10	251,181.65	8,004.00	8,004.00
<b>TOTAL</b>	<b>355,040.25</b>	<b>297,635.25</b>	<b>26,503.00</b>	<b>26,503.00</b>
<b>CASSIA COUNTY</b>				
Albion	-	-	57,455.00	57,455.00
Declo	-	-	4,555.00	4,441.00
Malta	-	-	4,046.00	3,945.00
Oakley	-	-	2,490.00	2,427.00
Burley	623,481.45	604,331.15	9,284.00	9,052.00
<b>TOTAL</b>	<b>623,481.45</b>	<b>604,331.15</b>	<b>66,376.00</b>	<b>66,376.00</b>
<b>CLARK COUNTY</b>				
Dubois	32,174.70	19,620.75	11,475.00	11,475.00
Spencer	-	-	3,644.00	3,649.00
<b>TOTAL</b>	<b>32,174.70</b>	<b>19,620.75</b>	<b>323.00</b>	<b>315.00</b>
<b>CLEARWATER COUNTY</b>				
Elk River	9,858.65	11,379.85	34,029.00	35,656.00
Orofino	369,183.90	384,427.05	2,327.00	2,327.00
Pierce	52,749.70	58,782.80	35,101.00	37,183.00
Weippe	50,106.50	37,694.60	8,208.00	8,208.00
<b>TOTAL</b>	<b>481,898.75</b>	<b>492,284.30</b>	<b>5,773.00</b>	<b>5,773.00</b>

## Schedule of Comparative Sales and Distribution of Profits by City/County

	<u>SALES</u>		<u>DISTRIBUTIONS</u>	
	Fiscal Year Ending June 30, 2000	Fiscal Year Ending June 30, 1999	Fiscal Year Ending June 30, 2000	Fiscal Year Ending June 30, 1999
<b>CUSTER COUNTY</b>			\$27,415.00	\$28,190.00
Challis	\$155,753.50	\$158,604.95	14,278.00	15,264.00
Clayton	39,709.80	33,964.60	2,911.00	2,745.00
Mackay	80,853.05	80,128.65	7,341.00	7,329.00
Stanley	16,969.49	-	12,467.00	11,835.00
TOTAL	293,285.84	272,698.20	64,412.00	65,363.00
<b>ELMORE COUNTY</b>			62,520.00	62,520.00
Glenns Ferry	125,040.50	111,285.25	13,317.00	13,317.00
Military	229,838.45	182,001.10	-	-
Mountain Home	569,569.30	552,862.30	67,481.00	67,481.00
Pine	48,966.90	51,938.75	-	-
Prairie	6,164.00	-	-	-
TOTAL	979,579.15	898,087.40	143,318.00	143,318.00
<b>FRANKLIN COUNTY</b>			30,746.00	30,746.00
Clifton	-	-	3,613.00	3,522.00
Dayton	-	-	5,949.00	5,799.00
Franklin	-	-	7,471.00	7,283.00
Oxford	-	-	713.00	695.00
Preston	225,567.05	226,308.55	26,453.00	26,453.00
Weston	-	-	5,709.00	5,565.00
TOTAL	225,567.05	226,308.55	80,654.00	80,063.00
<b>FREMONT COUNTY</b>			36,377.00	36,377.00
Ashton	72,300.45	68,798.10	11,000.00	11,000.00
Drummond	-	-	564.00	549.00
Island Park	178,773.25	150,137.35	12,888.00	12,577.00
Newdale	-	-	5,709.00	5,565.00
Parker	-	-	4,409.00	4,299.00
St. Anthony	229,172.65	251,717.55	23,896.00	26,207.00
Teton	-	-	8,870.00	8,647.00
Warm River	-	-	148.00	144.00
TOTAL	480,246.35	470,653.00	103,861.00	105,365.00
<b>GEM COUNTY</b>			36,777.00	36,777.00
Emmett	393,992.00	367,946.85	40,282.00	40,282.00
TOTAL	393,992.00	367,946.85	77,059.00	77,059.00
<b>GOODING COUNTY</b>			37,933.00	38,144.00
Bliss	16,452.35	-	4,842.00	4,731.00
Gooding	232,770.75	235,083.70	24,290.00	24,290.00
Hagerman	16,180.00	-	8,369.00	9,183.00
Wendell	187,862.10	167,530.50	15,439.00	14,943.00
TOTAL	453,265.20	402,614.20	90,873.00	91,291.00

## Schedule of Comparative Sales and Distribution of Profits by City/County

	<u>SALES</u>		<u>DISTRIBUTIONS</u>	
	Fiscal Year Ending June 30, 2000	Fiscal Year Ending June 30, 1999	Fiscal Year Ending June 30, 2000	Fiscal Year Ending June 30, 1999
<b>IDAHO COUNTY</b>			\$50,994.00	\$50,903.00
Cottonwood	\$102,969.45	\$100,898.15	9,287.00	9,275.00
Elk City	37,482.15	33,119.60	-	-
Ferdinand	-	-	1,923.00	1,875.00
Grangeville	263,082.30	275,376.15	28,363.00	28,363.00
Kooskia	114,449.80	104,933.35	9,646.00	10,681.00
Riggins	167,025.80	172,893.95	15,258.00	14,218.00
Stites	-	-	3,052.00	2,975.00
Whitebird	71,518.90	67,135.15	5,878.00	5,449.00
<b>TOTAL</b>	<b>756,528.40</b>	<b>754,356.35</b>	<b>124,401.00</b>	<b>123,739.00</b>
<b>JEFFERSON COUNTY</b>			46,058.00	46,058.00
Hamer	-	-	1,306.00	1,273.00
Lewisville	-	-	7,396.00	7,210.00
Menan	-	-	9,765.00	9,302.00
Mud Lake	35,166.30	39,484.00	3,647.00	3,821.00
Rigby	273,251.80	261,762.90	29,017.00	29,017.00
Roberts	-	-	8,212.00	8,005.00
Ririe (see Bonneville County)*	-	-	-	-
<b>TOTAL</b>	<b>308,418.10</b>	<b>301,246.90</b>	<b>105,401.00</b>	<b>104,686.00</b>
<b>JEROME COUNTY</b>			31,032.00	29,766.00
Eden	-	-	4,851.00	4,729.00
Hazelton	10,924.22	-	5,436.00	5,607.00
Jerome	578,560.46	544,141.04	37,148.00	35,177.00
<b>TOTAL</b>	<b>589,484.68</b>	<b>544,141.04</b>	<b>78,467.00</b>	<b>75,279.00</b>
<b>KOOTENAI COUNTY</b>			507,757.00	478,446.00
Athol	-	-	6,570.00	6,405.00
Bayview	194,615.45	194,193.85	-	-
Coeur d' Alene	3,909,306.85	3,671,503.80	322,093.00	303,669.00
Dalton Gardens	-	-	32,742.00	31,916.00
Fernan Lake	-	-	3,009.00	2,933.00
Harrison	93,840.05	90,335.30	7,839.00	7,651.00
Hauser	-	-	6,797.00	6,626.00
Hayden	1,561,029.00	1,434,433.80	122,874.00	107,685.00
Hayden Lake	-	-	6,512.00	6,347.00
Huetter	-	-	1,409.00	1,374.00
Post Falls	2,316,579.80	2,107,873.85	181,558.00	175,356.00
Rathdrum	466,607.70	456,549.95	39,315.00	36,913.00
Spirit Lake	332,452.05	307,627.05	26,586.00	25,505.00
State Line	-	-	524.00	510.00
Worley	83,407.60	76,938.55	6,701.00	5,879.00
<b>TOTAL</b>	<b>8,957,838.50</b>	<b>8,339,456.15</b>	<b>1,272,286.00</b>	<b>1,197,215.00</b>

\*City limits extend into both counties.

## Schedule of Comparative Sales and Distribution of Profits by City/County

	<i>SALES</i>		<i>DISTRIBUTIONS</i>	
	Fiscal Year Ending June 30, 2000	Fiscal Year Ending June 30, 1999	Fiscal Year Ending June 30, 2000	Fiscal Year Ending June 30, 1999
<b>LATAH COUNTY</b>			\$123,695.00	\$122,045.00
Bovill	\$15,527.20	\$13,385.45	2,279.00	2,283.00
Deary	53,798.40	46,681.20	4,268.00	3,192.00
Genesee	42,465.05	42,545.65	4,172.00	5,240.00
Juliaetta	-	-	6,694.00	6,526.00
Kendrick	77,199.00	78,444.15	6,946.00	7,294.00
Moscow	1,579,853.95	1,475,701.50	135,659.00	135,698.00
Onaway	-	-	2,713.00	2,645.00
Potlatch	110,368.40	106,305.65	9,603.00	10,042.00
Troy	152,146.65	128,721.40	11,456.00	11,778.00
<b>TOTAL</b>	<b>2,031,358.65</b>	<b>1,891,785.00</b>	<b>307,485.00</b>	<b>306,743.00</b>
<b>LEMHI COUNTY</b>			39,639.00	41,747.00
Leadore	13,058.35	13,115.10	1,222.00	1,028.00
North Fork	30,418.00	31,383.85	-	-
Salmon	556,513.95	558,317.10	50,266.00	52,958.00
<b>TOTAL</b>	<b>599,990.30</b>	<b>602,816.05</b>	<b>91,127.00</b>	<b>95,733.00</b>
<b>LEWIS COUNTY</b>			21,509.00	21,119.00
Craigmont	52,703.30	44,901.90	4,782.00	4,782.00
Kamiah	210,192.50	190,581.55	17,174.00	16,958.00
Nez Perce	38,392.70	41,729.40	3,976.00	4,173.00
Reubens	-	-	673.00	656.00
Winchester	33,265.10	35,753.20	3,246.00	2,773.00
<b>TOTAL</b>	<b>334,553.60</b>	<b>312,966.05</b>	<b>51,360.00</b>	<b>50,461.00</b>
<b>LINCOLN COUNTY</b>			17,650.00	17,650.00
Dietrich	-	-	2,095.00	2,042.00
Richfield	-	-	5,739.00	5,595.00
Shoshone	117,239.05	111,505.50	10,489.00	11,275.00
<b>TOTAL</b>	<b>117,239.05</b>	<b>111,505.50</b>	<b>35,973.00</b>	<b>36,562.00</b>
<b>MADISON COUNTY</b>			55,299.00	55,299.00
Rexburg	163,190.05	159,173.80	74,914.00	74,914.00
Sugar City	-	-	17,469.00	17,028.00
<b>TOTAL</b>	<b>163,190.05</b>	<b>159,173.80</b>	<b>147,682.00</b>	<b>147,241.00</b>
<b>MINIDOKA COUNTY</b>			57,782.00	57,782.00
Acequia	-	-	1,547.00	1,508.00
Heyburn	-	-	39,764.00	38,766.00
Minidoka	-	-	1,350.00	1,350.00
Paul	52,897.35	56,737.85	7,832.00	7,845.00
Rupert	364,541.05	376,101.25	44,057.00	44,057.00
Burley (see Cassia County)*	-	-	-	-
<b>TOTAL</b>	<b>417,438.40</b>	<b>432,839.10</b>	<b>152,332.00</b>	<b>151,308.00</b>

\*City limits extend into both counties.

## Schedule of Comparative Sales and Distribution of Profits by City/County

	<i>SALES</i>		<i>DISTRIBUTIONS</i>	
	Fiscal Year Ending June 30, 2000	Fiscal Year Ending June 30, 1999	Fiscal Year Ending June 30, 2000	Fiscal Year Ending June 30, 1999
<b>NEZ PERCE COUNTY</b>				
Culdesac	\$ –	\$13,834.50	1,298.00	7,922.00
Lapwai	–	–	13,033.00	12,704.00
Lewiston	2,853,383.30	2,743,361.60	248,457.00	245,484.00
Peck	–	–	2,287.00	2,230.00
<b>TOTAL</b>	<b>2,853,383.30</b>	<b>2,757,196.10</b>	<b>441,456.00</b>	<b>447,663.00</b>
<b>ONEIDA COUNTY</b>				
Malad	163,002.90	168,590.15	17,390.00	17,390.00
<b>TOTAL</b>	<b>163,002.90</b>	<b>168,590.15</b>	<b>33,196.00</b>	<b>31,442.00</b>
<b>OWYHEE COUNTY</b>				
Bruneau	29,070.10	27,597.65	–	–
Grandview	53,708.20	46,363.85	4,286.00	3,701.00
Homedale	111,573.20	105,018.05	16,839.00	16,839.00
Marsing	162,156.10	157,692.65	14,234.00	14,000.00
<b>TOTAL</b>	<b>356,507.60</b>	<b>336,672.20</b>	<b>64,319.00</b>	<b>63,500.00</b>
<b>PAYETTE COUNTY</b>				
Fruitland	–	–	42,273.00	41,207.00
New Plymouth	92,763.70	87,594.10	9,715.00	9,715.00
Payette	516,409.20	484,979.70	45,101.00	45,746.00
<b>TOTAL</b>	<b>609,172.90</b>	<b>572,573.80</b>	<b>143,993.00</b>	<b>143,572.00</b>
<b>POWER COUNTY</b>				
American Falls	6,918.35	–	24,622.00	24,622.00
Rockland	–	–	25,734.00	25,734.00
<b>TOTAL</b>	<b>6,918.35</b>	<b>–</b>	<b>3,962.00</b>	<b>3,862.00</b>
<b>SHOSHONE COUNTY</b>				
Kellog	369,165.20	330,777.50	62,647.00	66,110.00
Mullan	–	–	30,402.00	32,637.00
Osburn	–	–	10,374.00	10,115.00
Pinehurst	270,216.40	260,874.10	21,188.00	20,659.00
Smeltonville	–	–	23,666.00	22,775.00
Wallace	327,654.05	329,547.60	6,074.00	5,923.00
Wardner	–	–	29,221.00	32,215.00
<b>TOTAL</b>	<b>967,035.65</b>	<b>921,199.20</b>	<b>3,257.00</b>	<b>3,176.00</b>
<b>TETON COUNTY</b>				
Driggs	417,200.85	375,916.25	24,646.00	21,760.00
Tetonia	–	–	32,738.00	28,100.00
Victor	–	–	2,058.00	2,007.00
<b>TOTAL</b>	<b>417,200.85</b>	<b>375,916.25</b>	<b>7,625.00</b>	<b>7,432.00</b>
<b>TOTAL</b>	<b>4,172,000.85</b>	<b>3,759,162.25</b>	<b>67,067.00</b>	<b>59,299.00</b>

## Schedule of Comparative Sales and Distribution of Profits by City/County

	<i>SALES</i>		<i>DISTRIBUTIONS</i>	
	Fiscal Year Ending June 30, 2000	Fiscal Year Ending June 30, 1999	Fiscal Year Ending June 30, 2000	Fiscal Year Ending June 30, 1999
<b>TWIN FALLS COUNTY</b>			\$167,917.00	\$162,973.00
Buhl	\$253,466.60	\$264,857.00	24,101.00	22,745.00
Castleford	10,887.05	-	2,539.00	2,475.00
Filer	94,875.90	95,202.35	8,724.00	8,794.00
Hansen	-	-	12,595.00	12,276.00
Hollister	10,180.40	14,345.50	1,263.00	1,242.00
Kimberly	113,789.55	113,521.25	10,599.00	10,993.00
Murtaugh	-	-	1,948.00	1,899.00
Twin Falls	2,366,182.87	2,225,742.25	196,000.00	190,069.00
TOTAL	2,849,382.37	2,713,668.35	425,686.00	413,466.00
<b>VALLEY COUNTY</b>			65,072.00	64,840.00
Cascade	194,299.90	179,450.70	15,908.00	15,678.00
Donnelly	127,744.60	120,457.15	10,353.00	9,775.00
McCall	800,852.20	738,184.40	64,183.00	62,479.00
Yellow Pine	6,430.15	4,107.90	-	-
TOTAL	1,129,326.85	1,042,200.15	155,516.00	152,772.00
<b>WASHINGTON COUNTY</b>			31,542.00	31,542.00
Cambridge	68,920.60	68,841.20	6,266.00	5,691.00
Hells Canyon	-	3,367.65	-	-
Midvale	-	-	3,104.00	3,104.00
Weiser	298,526.80	317,414.35	32,142.00	32,142.00
TOTAL	367,447.40	389,623.20	73,054.00	72,479.00
<b>FISCAL YEAR TOTALS</b>	<b>\$65,566,229.67</b>	<b>\$61,146,742.01</b>	<b>\$10,596,672.00</b>	<b>\$10,289,145.00</b>

